



“  
creating one community for  
the travel and hospitality  
industry to connect  
”



## jobs in travel online

*I found my job on Jito*


post a job

view jobs

even if you are not actively looking for your next role....  
make sure your future employer can find you by

**joining our community and  
uploading your profile now**


**[www.jito.co](http://www.jito.co)**



**Sabre Red App  
Of The Week:  
CLIPBOARD**

Create customer trip proposals easily and quickly

Try it now! ▶




# Travel Daily

First with the news

Monday 10th November 2014



All inclusive paradise...



THE BRANDO



UNFORGETTABLE  
**CANADA & ALASKA**



**DON'T MISS OUT!**

**FLY FREE TO CANADA\***

Save up to **\$5,500\*** per couple

**HURRY!  
2015 SUPERDEALS  
END 28 NOVEMBER**

## TA, SQ extend partnership

**SINGAPORE** Airlines and Tourism Australia have today signed a new three-year strategic marketing deal worth \$12 million.

The pact will see SQ as the exclusive airline partner for all Restaurant Australia campaigns in Singapore, India, Indonesia and Malaysia, also providing international flights for the Corroboree Europe trade event in Adelaide next year.

TA and SIA will jointly fund a

range of tourism campaigns and promotional activities in seven key inbound markets: Singapore, Malaysia, Indonesia, India, Germany, China and the UK.

“As one of the region’s largest international carriers serving all of Australia’s capital cities, Singapore Airlines is a critical airline partner for us as we seek to drive further growth in our international arrivals,” said TA md John O’Sullivan.

Singapore Airlines executive vice president commercial Mak Swee Wah said leveraging opportunities in Europe and Asia in partnership with TA “enables us to reach better conversion rates and cement Singapore as the optimal gateway hub to Australia”.

### Join JITO today

THE travel and tourism industry is being invited to check out Jobs In Travel Online ([www.jito.co](http://www.jito.co)), the new community set to connect employers and employees across the industry.

For details, see the **front page**.

### Today’s issue of TD

*Travel Daily* today has nine pages of news, including a photo page for **Universal Studios**, a front cover page for **JITO** plus full pages from:

- Consolidated Travel
- AA Appointments jobs

### Be at G’Day USA

**CONSOLIDATED** Travel and Qantas are offering agents the money-can’t-buy opportunity to win a place at the G’Day USA extravaganza in Los Angeles.

The red carpet event takes place in Jan, and there are also weekly and daily prizes for top sellers up for grabs - see **page ten**.

## Bali & Jakarta Earlybird Specials

Find Out More



WORLD'S BEST CABIN CREW

Garuda Indonesia  
The Airline of Indonesia

Real experiences with genuine locals. That’s the real deal.



→ We pioneered Insider Experiences, taking clients deeper into the local culture.

→ 1,118 genuine experiences, more than double our closest competitor.

**TRAFALGAR**  
1300 78 78 78  
[www.trafalgar.com](http://www.trafalgar.com)



OH, HERE IS YOUR TIP!

THANKS FOR A GREAT TOUR!

All tips are included with Albatross! [www.albatrosstours.com](http://www.albatrosstours.com)

With 6 great city locations, **Mantra** is your number 1 **Brisbane** destination.

learn more

**mantra**  
hotels resorts apartments



**TTA**  
TRAVEL TRAINING AUSTRALIA

**NEW!**  
Online RPL & Cert 3  
Travel Course

**WATCH  
OUR VIDEO** 

# Travel Daily

First with the news

Monday 10th November 2014



**roomsXML.com**

**Mobile Device  
Interface**

80,000 Online Hotels  
In Your Hot Little Hand

## QF welcome home TVC

**QANTAS** yesterday unveiled its latest 'Feels Like Home' brand campaign on TV networks, in cinema, outdoor, in print and online around the country.

The new campaign was filmed in London, Santiago, Los Angeles, Hong Kong, the Pilbara & Sydney, and tells the stories of five Qantas passengers, their journey home and being welcomed at the airport by loved ones.

**CLICK HERE** to view the TVC.

## NTIA categories expanded

**AFTA** this morning announced the list of categories for the 2015 National Travel Industry Awards, with seven new categories and three existing ones renamed to reflect the industry's dynamic nature (**TD** breaking news).

Cruise is a key focus of the changes, with the addition of a new *Best River Cruise Operator* category and the previous best domestic and international cruise line gongs revised as *Best Cruise Ship - Domestic Deployment* and *Best Cruise Operator - International Deployment*.

The rise of the internet has seen the creation of a new *Best Online Travel Agency* category, while the evolution of the various travel agency franchise brands is behind the new *Best Non Branded Travel Agency Group* category.

AFTA ceo Jayson Westbury said that as NTIA grows year-on-year, "we feel it increasingly important to ensure that the categories reflect the structure of the industry.

"In 2015, there are 37 award categories worthy of celebrating. "Truly this is a remarkable

indicator of the size and strength of the travel sector," he said.

The other additions are *Best Travel Agency Manager* categories for Retail Single Location, Retail Multi Location, Corporate Single Location and Corporate Multi Location.

The existing Niche Wholesaler category has been renamed as *Best Specialty Wholesaler*.

The 2015 National Travel Industry Awards will be held at Dockside Pavilion Darling Harbour on Sat 18 Jul.

## FJ repositions brand

A **DEEPER** emphasis of Fiji's people and hospitality forms the basis of a new brand positioning for Fiji Airways.

The 'Welcome to our Home' campaign shares the experiences of three families who travelled to and from the South Pacific Island destination courtesy of Fiji Airways, "for a Home Away From Home experience of a lifetime"

For more details on the promo, go to [ourhome.fijiairways.com](http://ourhome.fijiairways.com).



**Travelport**  
Redefining travel commerce

**AirAsia now available on Travelport**



## Greg McCallum joins italktravel

**FORMER** Rail Plus national sales manager Greg McCallum (**TD** 20 Oct) has today taken up a new role as Franchise Recruitment Manager with italktravel.

Currently there are 24 italktravel branded stores, with the fast growing branded group on track for 100 by the end of 2015.

Italktravel is part of OETG's Independent Travel Group which will gather in Hawaii later this week for its annual conference.



Say Hello to a Consolidator that understands its more than just issuing Air Tickets

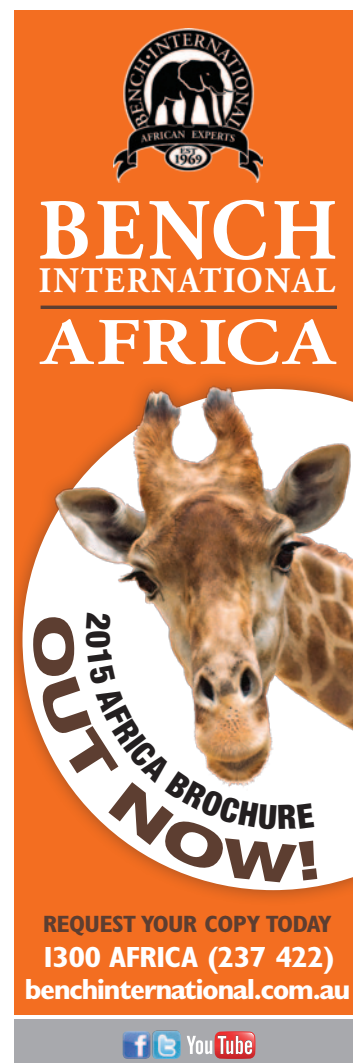
**CVFR Consolidation Services:**

- Providing Market Leading on-line fares and ticketing Technology
- Giving Market Leading Service
- Valuing the fact that in your growth lies our growth
- Focusing our attention on you and not ourselves
- We keep our Headoffice costs down to ensure maximum benefit is given back to the Valued Travel Agent

**CVFR CONSOLIDATION SERVICES**


Make the change today and experience how a Consolidation Partner should be.  
Call 1300 244 777 or email [sales@cvfr.com.au](mailto:sales@cvfr.com.au)

[www.cvfr.com.au](http://www.cvfr.com.au)






**BENCH INTERNATIONAL**  
AFRICAN EXPERTS  
1969

**BENCH INTERNATIONAL AFRICA**



**2015 AFRICA BROCHURE OUT NOW!**

REQUEST YOUR COPY TODAY  
**1300 AFRICA (237 422)**  
[benchinternational.com.au](http://benchinternational.com.au)



*Our chefs' world-class credentials are revealed on every plate.*



**Holland America Line**  
A Signature of Excellence

**LEARN MORE >**



# Travel Daily

First with the news

Monday 10th November 2014



Win two first class 15 day Eurail passes or one of 4 Myer Gift Vouchers  
Tell us what you know about booking European rail travel  
[www.australiantravelagentbarometer.com](http://www.australiantravelagentbarometer.com)

## CMV ASTOR reassurance

CMV Australia insists the Australasian cruise season of *MS ASTOR* will continue unabated, despite the ship's owner filing for insolvency in Germany late last week (**CW** breaking news Fri).

The reassurance to the trade comes ahead of *ASTOR*'s second season in Australian waters, due to arrive in WA on 13 Dec.

Based from Fremantle, the 600-pax ship is scheduled to operate here for four months offering overnight and extended cruises, a number of which are already sold out.

*ASTOR* has been chartered by

Cruise & Maritime Voyages for a number of seasons

In a statement, CMV Holdings chairman Christian Verhounig said: "The liquidation concerns the ownership company of *ASTOR* and has no ramifications for Cruise & Maritime Voyages, or *ASTOR*, which is under a long-term bareboat charter to CMV."

"CMV is not affected by the problems of the vessel's owners and we, together with our mother company Global Maritime Group, are in full control of the vessel and therefore the vessel will be operating her Australian season as scheduled," he added.

Verhounig assured guests and travel partners that "monies are secured as it was in the past and remains as such".

He said CMV are in close talks with *ASTOR*'s owners "to find a quick & long term solution for the vessel," which **TD** understands may include acquiring the ship.

## Expedia adds "self help" agent tools

THE Expedia Travel Agent Affiliate Program has been enhanced with a suite of new online tools to streamline booking changes for consultants.

The changes allow agents to modify dates, room types and the number of people in an existing reservation, as well as supporting name changes and the addition of special requests after the booking has been completed.

Existing itineraries in Expedia TAAP now have a new 'edit booking' button which allows the enhanced features to be accessed.

"We are continually looking at ways to improve the booking process," said Expedia TAAP Australia/NZ manager Stuart Udy.

"These new tools will make changes to bookings a quick and efficient online practice," he said  
Expedia TAAP is now operating in 31 countries worldwide.



## Window Seat

EYES of the world will be firmly on Brisbane this week as the city goes into virtual lockdown for the high-profile G20 Summit.

Brisbane Airport is laying on the welcome treats, launching The 'Big Obama' burger, on sale exclusively to international visitors throughout Nov at the Windmill & Co Restaurant.

The burger is **pictured** below endorsed by the self-proclaimed cheeseburger-loving leader of the free world himself.



## QF Jetstar inclusions

**QANTAS** has introduced a guide for agents listing what inclusions are provided for pax flying on Jetstar (JQ), Jetstar Asia (3K), Jetstar Japan (GK) or Jetstar Pacific (BL) issued on a QF ticket.

**CLICK HERE** for details.

## THE INDIA SPECIALIST

[insightvacations.com](http://insightvacations.com)

INCREDIBLE VALUE  
OUTSTANDING QUALITY

## INSIGHT VACATIONS

*The Art of Touring in Style*

ALL-INCLUSIVE LUXURY JOURNEYS

Insight Vacations is truly the India Specialist and we are pleased to present our 2015/16 India Collection, featuring 13 handcrafted journeys to India, Nepal & Bhutan.

- Gold Luxury itineraries now All-Inclusive
- Valued Past Guests SAVE 5%
- Includes: All visits, sightseeing & dinners
- Selection of Premium Mini-Stays available



## 'One stop' NT site launches

AUSTRALIA'S Outback Journeys has gone live with a dedicated website offering information and planning tools for travellers keen on visiting the Northern Territory.

The site - now active online at [www.outbackjourneys.com.au](http://www.outbackjourneys.com.au) - is a collaboration of thirteen luxury lodge & specialist tour operators including Cicada Lodge, The Ghan Platinum Service, Venture North, Longitude 131 and more.

Featured on the site is a number of recommended itineraries and approximate travelling distances

### NSW pitches to Yanks

EIGHT NSW tour and attraction operators are currently in the USA as part of the Destination NSW 2014 trade mission, meeting with US agents and in-market partners.

The first state-focused mission in four years features BridgeClimb Sydney, Captain Cook Cruises, Sydney Opera House and more.

& times between major centres.

The group says the platform is designed to quash myths and any perceived difficulties consumers and the trade may have about holidaying in the Territory.

"For the travel industry, it can be a difficult place to sell," Cicada Lodge general manager Nikki Allison said.

"Planning an extended stay that requires travel between properties, negotiating the highways and iconic destinations of the NT and putting it all together, can be difficult."

She added the website "gathers together the NT's best wilderness experiences in to one place, provides suggestions of how to link and travel between some of these experiences - and acts as a one stop shop to research and plan that NT escape".

As the site develops and grows, more itineraries and product are expected to be added.



**NORFOLK ISLAND**  
Learn more: [www.norfolkisland.com.au](http://www.norfolkisland.com.au)

There's more to **NORFOLK ISLAND**

**FACT 1:** Norfolk Island is a perfect family getaway

### Dubai Tram rolling

A NEW tramway system is set to commence operation this week in Dubai, operating from Al Sufouh Road at Dubai Marina to the Burj Al Arab and Mall of the Emirates.

Phase one of the Dubai Tram will feature 11 stations, running from 6:30am to 1:30am from Sat to Thu and between 9:00am and 1:30am on Fri.

Each tram consists of seven carriages with a capacity of 405 pax, operating every 10 minutes during peak periods and 12 minutes in off-peak, Dubai's Road & Transport Authority said.

Service will commence on Wed.

### DTW Russia reps

DISCOVER the World has been selected as sales representative for TBO Holidays in Russia, the first time the two parties have partnered together.

TBO Holidays is a leading B2B portal available across India, the Middle East and Africa.

### New GPT VIP coaches

NEW Zealand specialist Grand Pacific Tours has rolled out two newly built Ultimate Coaches for its fleet for the 2014/15 season.

The full size coaches feature 20 luxury leather fully reclining seats (as pictured), equipped with extra-width plus calf and footrest support for added comfort.



Other product highlights include panoramic windows, tray tables with built-in cup holders, seat side personal storage areas, individual USB points for charging cameras, mobile phones, tablets, etc and free on-board wi-fi.


GPT's Ultimate Coach features on seven tours, including the 10-day Ultimate South Island Escape that operates roundtrip ex Christchurch, from \$4,474ppts.

## Offer Europe from AUD 1,521\*

Emirates Early Bird fares have landed. Choose from over 35 one-stop destinations and book flights for 2015 now. With our great fares, up to 1,800 channels of entertainment and generous baggage allowance, now's the time to capture Europe.

	ECONOMY CLASS RETURN FROM AUD		ECONOMY CLASS RETURN FROM AUD
Dublin	\$1,521*	Rome	\$1,557*
Barcelona	\$1,536*	Athens	\$1,565*
Budapest	\$1,543*	Paris	\$1,583*
Brussels	\$1,545*	Munich	\$1,604*
Amsterdam	\$1,547*	London	\$1,770*

Business Class fares also available

Hello Tomorrow 



[emiratesagents.com/au](http://emiratesagents.com/au)

\*Terms & Conditions: Airfares are inclusive of taxes and surcharges correct as of 18th September 2014 and are subject to currency fluctuation. Offer ends 19th November 2014. Travel Period: 1st March until 30th September 2015. Return Economy Class airfares are quoted for low season travel from Perth. Bookings can only be made up to 11 months in advance. Inbound travel blackout periods apply. Peak season and weekend surcharges apply. Other travel dates are available at higher fares. Seats are subject to availability. Cancellation and change fees apply. For full Terms and Conditions, please see your GDS or call Emirates on 1300 303 777. Other conditions apply.



ROYAL BRUNEI AIRLINES

## EARLYBIRD SPECIALS

Click here for more information.  
WWW.FLYROYALBRUNEI.COM

## Qantas Holidays/Viva! Holidays sees no fault in these stars



**ABOVE:** Four major elements which made the night possible - Leanne Geraghty, Air New Zealand; Tony Saunders, Tourism New Zealand; Fiona Dalton, Qantas Holidays/Viva! Holidays and Alex O'Connor, Virgin Australia.

**RIGHT:** The Travellers Choice contingent of Global Achievers led by ceo Christian Hunter (back row fourth from left).

**BELOW:** Nathan Michalief, helloworld Melton; Alex Smith, Echuca Travel Centre and Denise Loftus, helloworld Melton.



**ABOVE:** Lee Haase, TravelManagers; Kimberlee Stoll, helloworld Morwell; Annette Simpson-Rial, Qantas Holidays/Viva! Holidays and Debbie Bean from TravelManagers.



**ABOVE:** Team Huia from Qantas Holidays/Viva! Holidays.

**NESTLED** in the rolling hills outside of Queenstown, the Soho Estate winery played host to 150 Qantas Holidays & Viva! Holidays top sellers, suppliers and partners last weekend at the company's annual Global Achievers Gala Dinner.

The elegant soiree was a perfect way to cap off what was, for many, several days of adventure and excitement at the city's many attractions - making it easy to see why every hour of every day, nearly 150 Aussies begin a holiday in New Zealand, leading to more than a million visitors each year.

Hosted by Tourism New Zealand, Virgin Australia, Air New Zealand and a variety of industry partners, the event saw attendees dressed to the nines to enjoy a meal and many fine New Zealand wine labels.

Attendees were greeted by a bagpipe player standing on the hill as the evening's emcee - Aussie actor Hugh Sheridan - arrived led by horses.

Qantas Holidays & Viva! Holidays' annual awards were presented, with the nation's top achievers recognised by state and rewarded for their year of efforts and sales

results, as well as a special celebration for its '500 Club' consultants who sold more than \$500,000 in the 12 months to 30 Jun.

Music entertainment for the night was provided by Australia's *Got Talent's* finalist Taylor Henderson, supported by a performance from Maori comedy musical act JGeeks and a DJ.

Disney Destinations also provided a unique highlight, with each attendee receiving a hand-drawn authentic black-and-white sketch of Mickey Mouse - and in a twist, the recipients of a special seven of these which were in colour won a spot on a Disneyland famil for next Sep, inclusive of flights, accommodation and a three-day theme park pass. A further seven places will be up for grabs exclusively to Global Achievers attendees in an incentive to be launched in coming weeks.

More pics at [www.traveldaily.com.au](http://www.traveldaily.com.au) and in tomorrow's *TD*.

## DISCOVER OUR HIDDEN TREASURES

**EARLY BOOKING DISCOUNT! - SAVE US\$500\* PER CABIN WHEN YOU BOOK EARLY FOR 2015!**

**DEPARTURES START FROM US\$2,579\***

 AMERICAN QUEEN™  
STEAMBOAT COMPANY



[CLICK HERE](#)

\*CONDITIONS APPLY

## Win with Rail Europe

Eurostar, in cooperation with Rail Europe, is celebrating their 20th anniversary this November by giving away 4 x \$200 Coles Myer gift cards to **Travel Daily** readers.

You can book exclusive promotional fares with Rail Europe GSA's at more than 20% off the regular lead in price until 17 Nov 2014. Fares are valid for your clients travelling between 4th November 2014 & 31st March 2015. Book with CIT Holidays, Infinity Rail, Rail Plus or Rail Tickets.

To win, answer each daily question and the weekly Friday question. Each week, the two agents who answer every question and have the most creative answer to Friday's question will win.

Send your answers to:  
[rail@traveldaily.com.au](mailto:rail@traveldaily.com.au)



Why do you think the Eurostar is a popular option for travellers?

## Olsen trio refurb

**FRED.** Olsen Cruise Lines has commenced refurbishment work on the first of three ships planned for Nov and Dec.

The 804-passenger *Black Watch* entered dry dock in Hamburg last week, with the 929-pax *Braemar* scheduled to follow suit on 12 Nov, followed by the 1,350-pax *Balmoral* on 09 Dec.

During their dry dock, each ship will receive various engineering upgrades & renovations, including balcony terraces added to the Lido Deck 7 of *Black Watch* and 'Cafe Venues' fitted to *Balmoral*.

## Aussies line up in Istanbul



**AUSTRALIAN** Ambassador to Turkey James Larsen hosted a function in Istanbul on Sat night, with about 200 guests in attendance.

The event launched Australian activities in Turkey for 2015, which will be highlighted by the 100 year ANZAC Commemoration at Gallipoli.

Some attendees travelled all the way from Australia to be at the reception, including Mat McLachlan of McLachlan Battlefield tours, who will be hosting 1,500 people at Gallipoli for the 2015 ANZAC service.

Cruiseco's Kevin Dale was also there, with Cruiseco

having chartered the 840 passenger *Azamara Journey* for a Mediterranean voyage which departs Istanbul on Anzac Day, cruising past Anzac Cove and finishing in the UK 35 days later.

**Pictured** above at the function are, from left: John Butler, Victorian Trade and Travel Commissioner, Middle East and Turkey; James Larsen, Australian Ambassador to Turkey; Mat McLachlan, McLachlan Battlefield Tours; and Kevin Dale, Cruiseco.

## New Alitalia chief

**LUCA** Cordero di Montezemolo, formerly chairman of Ferrari, is set to take over as ceo at Alitalia, according to a number of European reports on Fri.

The carrier has not confirmed the move, but "unnamed sources" cited also say that EY ceo James Hogan would be deputy ceo of the carrier.

Etihad Airways is in the process of acquiring a 49% stake in AZ.

Monday 10th Nov 2014

## CZ to boost Auckland

**CHINA** Southern is set to expand capacity on one of its double daily non-stop flights from Guangzhou to Auckland, with Boeing 777-300ER aircraft to be deployed on CZ305/306.

The larger aircraft will replace Boeing 787s on the service.

## APT extends deals

**APT** has announced it will extend the booking period for all of its brochured *SuperDeal 1* European River Cruise offers for bookings through until 15 Dec.

The extension includes the "Fly Free to Europe including taxes of \$950" offer, while APT has also introduced new air deals including Premium Economy and Business Class offers flying with Lufthansa - phone 1300 196 420.



## Corporate Account Manager NSW Sydney Sales Office

Cathay Pacific Airways is looking for a highly motivated and experienced Corporate Account Manager to join our Sydney sales team.

Reporting to the Business Development Manager NSW/ACT, the successful applicant will be managing corporate sales in Sydney and be responsible for:

- Identifying and converting new corporate opportunities.
- Maintaining and growing the potential from an existing corporate client base.

### The successful candidate will need to demonstrate the following:

- Experience in working with Corporate Travel Management Companies
- Experience in dealing with Travel Procurement Managers from medium and large Corporate businesses
- Highly motivated to actively source, identify and convert new corporate clients
- Proven ability to manage existing accounts to maximise revenue opportunities.
- Demonstrates a solid sales background with proven results
- Good analytical skills
- Excellent negotiation, presentation and communication skills
- Proven ability to manage own time, with minimal supervision
- Excellent problem solving skills including evaluation, information gathering, interpretation

### What we offer to the successful candidate:

- Competitive salary
- Travel benefits, comprehensive medical insurance, superannuation

If you have the above skills and are confident of achieving complete success, please send your resume, detailing salary expectations to:

Business Development Manager NSW/ACT  
email: [richard\\_jones@cathaypacific.com](mailto:richard_jones@cathaypacific.com)

**Applications close Monday 17 November 2014.**

Please note:

Only those applicants who are successful in gaining an interview will be notified.



## helloworld – Lane Cove Now hiring

We require the services of a senior Travel Sales Consultant to join our vibrant team.

You would be working in Australia's most awarded retail travel agency. The remuneration package is most attractive and well above the industry average.

You need to be highly motivated, and possess relevant industry qualifications as well as at least 3 years front line office sales experience.

All enquiries will be treated with the strictest confidence and should be directed to: Debbi Ashes: 0419 418666 or  
Email: [debbi.lanecove@helloworld.com.au](mailto:debbi.lanecove@helloworld.com.au)



**MOVEMBER** will see multitudes of males growing mo's to raise funds for the Movember Foundation's programs and to encourage community awareness and support around men's health. Amadeus IT Pacific men are putting out the challenge to the travel industry to raise funds for the cause. The person who raises the most money will win a **Shaving Brush Travel Kit**. It's not too late to join - register at [au.movember.com](http://au.movember.com) (add your company name after your name and choose to join the **Amadeus IT Pacific team**). Email your before and after pics and progress updates to [mocomp@traveldaily.com.au](mailto:mocomp@traveldaily.com.au) and we will showcase them on **Facebook** and in **Travel Daily**. Get involved as an Amadeus Mo Bro! Click **HERE** to learn more about the program.

Proudly supported by **AMADEUS**

# Travel Daily

First with the news

Monday 10th Nov 2014

## AC, CA memorandum

**AIR** Canada and China Airlines have inked a Memorandum of Understanding which sets out the primary principles for a detailed revenue sharing joint venture between Canada and China.

The MoU is designed to drive traffic growth between the two countries and will generate additional service and pricing benefits for consumers & includes enhanced cooperation in the areas of sales, marketing and airport operations.

At the moment, Air China offers codeshare flights with Air Canada from Vancouver to six Canadian cities while the 'AC' designator code is featured on the Chinese carrier's flights from Beijing to six hubs within China.

The Star Alliance carriers plan to implement the jv by the end of 2015, subject to competition and regulatory approvals.

## McCartney exits HTA

**HAWAII** Tourism Authority chief executive officer Mike McCartney has confirmed he will depart the tourism organisation to take on a government role in the states.

McCartney has been ceo and president of HTA since 2009 and was in Australia earlier this year to drum up business to Hawaii.

In an email, McCartney revealed he has accepted the role of chief of staff for Governor-elect David Ige and would be standing down from his current role at HTA effective 21 Nov.

He said an interim president and ceo will be appointed by HTA's board of directors on 20 Nov.

## Barossa ad accolade

**THE** South Australian Tourism Commission's 'Barossa. Be Consumed' TV commercial has been named 'The World's Best Tourism Film of 2014' at a ceremony in Vienna this week.

Created by Adelaide advertising agency kwpl, the ad has already garnered a range of other awards since its launch in Jun 2013.

South Australia Tourism Minister Leon Bignell said the TVC (**click to view**) had "catapulted South Australia to a world-wide audience and positioned the Barossa region as a leading tourism destination".



## Brochures of the Week

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Topdeck - Festivals & Events 2014-15

A second Europe brochure documenting the variety of festivals, parties and events in Europe available to be visited as part of a Topdeck itinerary. Everything from the mainstream to the oddball are covered, many to be considered 'bucket-list' style attractions. Such events include La Tomatina or the great tomato fight in Italy, Oktoberfest and the newest addition - Sziget in Hungary. The 188-page brochure covers 46 festivals and events and associated itineraries departing to coincide with them.



### Driveaway Holidays - Car & Motorhome Rentals 2015

Car and Motorhome hire around the world is covered in the latest guide from Driveaway Holidays, with over 130 countries and 8,000 pickup locations covered. Lots of supporting info is included also, with planning tools such as fleet guides and maps to assist with trip design. Also featured is European Peugeot leasing, USA motorcycle rentals and Prestige Car Hire services for those looking for a luxury set of wheels. New for 2015 is a feature on the Top 5 drives in Oceania, Europe & North America.



### AAT Kings - Melbourne Day Tours 2014/15

The range of activities and sightseeing opportunities from Melbourne continues to grow, as does the range from AAT Kings. Ten enjoyable activities ranging from half-day to full-day adventures are featured in the latest guide. New for the season is a day tour of the Mornington Peninsula which includes a private foodie tour of Green Olive. Others include a Melbourne city tour, a Puffing Bills experience in the Dandenongs and a full day to the Grampians, as well as Phillip Island & the Twelve Apostles.



### JC Holidays - Egypt 2015

The newest destination to join the JC Holidays range sees the company partner with the largest shareholder in Egypt's tourism industry, which owns half of the market share including 155 hotels, 1,300 charter buses and 20 Nile cruise ships. Within the brochure, agents will find a wide range of hotels throughout the country as well as guided touring options showcasing the array of highlights and drawcards. Guests can see the iconic Pyramids, Sphinx, cruise the Nile River, wander markets and much more.



## Business Development Analyst NSW Sydney Sales Office

Cathay Pacific Airways is looking for a highly motivated and enthusiastic Business Development Analyst on a fixed-term contract to join our Sydney sales team.

Reporting to the Business Development Manager NSW/ACT, the successful applicant will be responsible for assisting Corporate Account Managers to maintain and grow Cathay Pacific's corporate clients, and develop and maintain relationships with key stakeholders.

### The successful candidate will need to demonstrate the following:

- At least 2 years experience in a similar role providing analysis and support,
- Strong verbal and written communication skills,
- Strong analytical skills and attention to detail,
- Effective decision making and problem solving skills,
- An ability to build trust and maintain strong relationships,
- A good understanding of the Australian travel industry,
- Proven administration, organisation and time management skills,
- Ability to work closely and collaboratively in a team environment,
- Experience with Sales Information System,
- Experience with Customer Relationship Management database,
- Experience working in a sales environment
- Proficiency in Microsoft Office suite.

### What we offer to the successful candidate:

- Competitive salary
- Travel benefits, comprehensive medical insurance, superannuation

If you have the above skills and want to join the Cathay Pacific team, please send your resume, detailing salary expectations to:

Business Development Manager NSW/ACT  
email: [richard\\_jones@cathaypacific.com](mailto:richard_jones@cathaypacific.com)

**Applications close: Monday 17 November 2014**

### Please note:

Only those applicants who are successful in gaining an interview will be notified.



# HELLOWeen: helloworld agents on Ultimate Fam of Thrills

**QANTAS** Airways, Qantas Holidays, Universal Studios Hollywood<sup>SM</sup> and Helloworld recently partnered to give 17 top performing agents the ultimate Halloween experience in Los Angeles, California.

A spookily short Lux Bus trip to Santa Monica kicked off the trip for the Australian agents, visiting the iconic Santa Monica Pier. They shook off those post-flight cobwebs with yoga on the beach – scary for anyone with bad balance! – a bike ride, and a visit to the Farmer’s Markets.

Agents were then so freaked out by the savings at Citadel Outlets that they ran around terrified, buying every pair of shoes in sight.



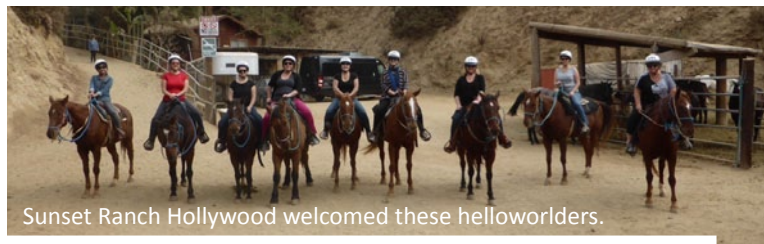
To bring the blood pressure down, the group enjoyed the VIP Experience at Universal Studios Hollywood<sup>SM</sup> during the day, before bracing themselves for the park’s Halloween Horror Nights<sup>®</sup> (left) in the evening.

The scariest, most intense Halloween event in Southern California created by the sickest and most twisted minds in horror, this is based on the most frightening films and television shows.

Rumour has it that a certain male host screamed like a girl at the chainsaw-wielding killer clowns...



Agents donned their costumes to celebrate Halloween at the Ramada Plaza West Hollywood.



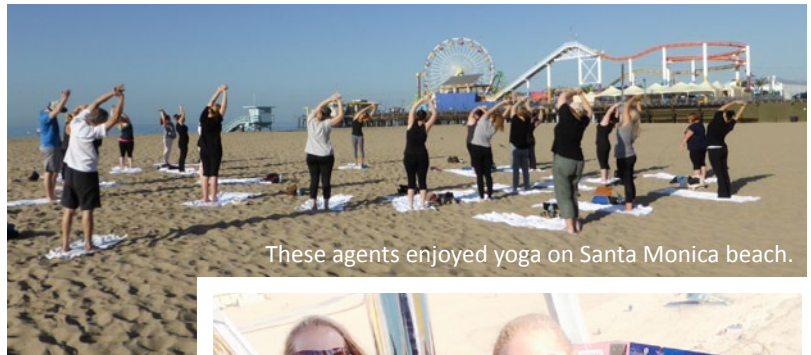
Sunset Ranch Hollywood welcomed these helloworlders.

The last two days were spent in West Hollywood where agents got creative with their own scary costumes and headed to Santa Monica Boulevard for the West Hollywood Halloween Carnaval, one of the world’s largest Halloween celebrations.

On the last day a group of zombies boarded the Starline Hop-On, Hop-Off bus to explore L.A., before heading back home. They were lucky enough to experience either Premium Economy or Business class courtesy of Qantas.



**ABOVE:** Participants included Clare Goodey, helloworld Roma St Brisbane; Lauren Pickert, helloworld Portland; Bridget McDonald, Cherry Picked Travel; Anh Thi Nguyen, Sylvania Travel & Cruise; Linda Robson, helloworld Surfers Paradise; Shelly McKean, helloworld Lilydale; Danae Mauger, helloworld Mackay; Brooke Frear, helloworld Newcastle; Karen Chambers, helloworld Forestville; Mary Paronis, helloworld Elizabeth; Charmaine Richards, helloworld Lake Haven; Ashlee Cutting, Tailor Made Travel; Carrol Dargie, helloworld Karratha Central; Steffi Kontos, Altitude Travel and John Richard, Best Travel & Tours Management, along with hosts Aida Osta, Qantas Holidays; Kristine Chippendale, Qantas and Tristan Freedman, Universal Studios Hollywood.

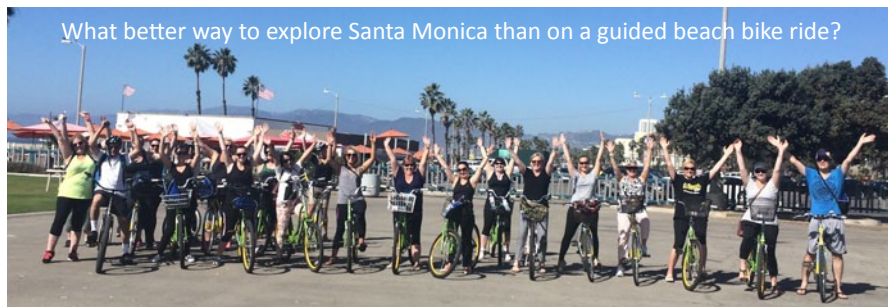


These agents enjoyed yoga on Santa Monica beach.

**RIGHT:** This group let their hair down aboard the iconic Santa Monica Pier Ferris Wheel.



Agents were treated to a VIP Experience at Universal Studios Hollywood.



What better way to explore Santa Monica than on a guided beach bike ride?



**THIS** group of Escape Travel agents from NSW and Queensland have just returned from Fiji following a seven day famil, exploring Denarau, the Mamanuca and Yasawa islands.

Their itinerary included visits to Radisson Blu Denarau, Treasure Island, Tropica Island, Castaway Island, Malolo, Mantaray and Yasawa Island Resort, with the group experiencing South Sea Cruises ferry transfers, Pacific Island Air seaplane charters and private boats.

As well as soaking up the Fijian sunshine, the group enjoyed water scooter snorkeling, sunset tubing, massages & rum tasting.

**Pictured** at Fiji's only overwater bures at the luxurious Likuliku from left are Escape Travel's Tim Hillard, Danielle Hartwell, Dean Smith, Thuy Trang, Carlah Walton from Tourism Fiji; Miranda Rosewarne and Dan Burnwell.

### Atlantis NYE options

**A SUITE** of festive dining options at Atlantis, The Palm in Dubai are now available to book for the Gala Dinner on New Years Eve.

Diners can enjoy an outdoor hot & cold buffet priced from AED 3200 (AU\$1K), which provides a spectacular dining experience, live entertainment and views of the resort's fireworks display.

Adult prices for Gold packages at Nobu and Ossiano start at AED 2730 (AU\$860), Silver packages at YUAN, Nasimi Beach, Levantine and Seafire lead in at AED 2365 (AU\$745), and Bronze packages at La Brasseries, Saffron and Kaleidoscope begin at AED 1210 (AU\$380).

Guest rooms over the NYE period (26 Jan-03 Dec) start at AED3925 (AU\$1,235) per night, based on a five-night minimum.

See [www.atlantisthepalm.com](http://www.atlantisthepalm.com).

### UA drops Atlantic City

**CITING** disappointment with pax numbers, United Airlines has pulled its flights to Atlantic City from Chicago and Houston after just eight months service.

"In every market we serve, we continually review demand for the service and our Atlantic City routes are no longer sustainable," a UA spokesperson commented.

United will terminate the routes to ACY effective 03 Dec.

### Galactic cancellations

**VIRGIN** Galactic has reportedly seen more than 20 passengers who had prepaid to be among the project's first customers to fly in space demand a refund as a result of the test flight crash of SpaceShipTwo in Oct, costing the project around \$3m in lost sales.

According to the UK *Telegraph*, Princess Beatrice was one of the most high profile passengers to have pulled out.

### TTNQ Japan focus

**FORMER** director of sales at Tjapukai Aboriginal Cultural Park Sam Sakamoto has been appointed by Tourism Tropical North Queensland to spearhead the organisation's Japan strategy.

Sakamoto, who was most recently the product manager at Hot Holiday, has been recruited to "reinvigorate" the Japanese market, TTNQ commented.

CEO Alex de Waal said Sakamoto has specialised in the Japanese market for 23 years and "has an excellent understanding of the trade distribution channels and online activity in Japan, and is well respected by his peers in our region".

"His creativity has encouraged Japanese wholesalers to use products for the first time," de Waal commented.

Sakamoto will commence in the position of marketing manager at Tourism Tropical North Queensland on 01 Dec.

## WIN with Air Mauritius



This month *Travel Daily* is giving the travel industry a chance to win a trip to Mauritius, courtesy of **Air Mauritius** and **Sun Resorts**.

The prize includes:

- 2 return economy flights between Perth and Mauritius (excluding taxes)
- 4 nights staying Long Beach resort
- Breakfast daily



Everyday *TD* will ask a different question about Mauritius.

The subscriber with the most correct answers and the most creative answer to the final question will win this great prize.

Send your answers to: [mauritiustcomp@traveldaily.com.au](mailto:mauritiustcomp@traveldaily.com.au)



Where can you find "Ile aux Cerfs" island?

Terms & conditions

### TRAVEL CONSULTANT TOURING DEPARTMENT



A fantastic opportunity has arisen for a dynamic, self-motivated and enthusiastic travel professional to become part of our friendly team located at Botany. Show Group Enterprises is a Travel Agency for the Entertainment industry and if you would like to be considered for a full time position and possess the following, we would love to hear from you.

- Proven international experience
- Group Travel Experience
- Sabre & SAM Experience an advantage

If you love being able to drive to work and have VIP's as your client base email your resume today to [hr@showgroup.com.au](mailto:hr@showgroup.com.au)

*Travel Daily* is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).

Postal address: PO Box 1010, Epping, NSW 1710 Australia  
Street address: 4/41 Rawson St, Epping NSW 2121 Australia  
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

*Travel Daily* is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

**Publisher/Managing Editor:** Bruce Piper **Editor:** Guy Dundas **Assistant Editor:** Matt Lennon  
**Contributors:** Louise Wallace, Jenny Piper, Sarah Piper **Editorial email:** [info@traveldaily.com.au](mailto:info@traveldaily.com.au)  
**Advertising and Marketing:** Sean Harrigan and Lisa Martin - [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper - [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the Travel Daily group of publications.





# Walk the Red Carpet at G'Day USA

with Qantas Airways & Consolidated Travel



## Win a place at the LA Gala in Los Angeles

Rub Shoulders with worldwide recognised celebrities

### How to win

To qualify for the grand prize, simply achieve the highest Qantas International ticketed sales (plus growth) between 27 October - 5 December 2014 to be in the running to win

### Grand prize

Departing 30 January 2015

#### Package includes:

- Return flights to Los Angeles
- 3 nights accommodation
- Transfers

### More ways to win

- **Weekly prize of a \$500 Voucher** for the highest weekly Qantas International ticketed sales
- **Daily prizes of a \$100 Voucher** issue five Qantas return tickets to any of these destinations; Hong Kong, Shanghai, Jakarta, Manila and London (QF9/10)



Valid for tickets issued by Consolidated Travel or via Quikticket between 27 October and 05 December 2014 on QF International itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The top eight national agents who have the highest Qantas International ticketed sales with a minimum of \$50,000.00 and a minimum 40% growth during the campaign period, when compared to the previous year qualify for a place on the grand prize. One agent each week will also qualify for a weekly prize voucher of \$500 by achieving the highest weekly Qantas International ticketed sales with a minimum of \$20,000 and above when compared to other agents during the campaign period. Agents who also ticket a minimum of five Qantas tickets per day in any combination on the following routes: Jakarta, Manila, Hong Kong, Shanghai and tickets containing London (from/to Melbourne on QF9/10) will qualify for a \$100 prize voucher during the campaign period. Prize vouchers are capped, please email [promotions@consolidatedtravel.com.au](mailto:promotions@consolidatedtravel.com.au) to claim your prize vouchers by COB 10 December 2014. The prizes are open to all full time international selling agents only. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. The Grand prize includes one return economy class ticket for the winning agent from their nearest Qantas port to Los Angeles. Three nights' accommodation, in a twin share standard room at a property in Los Angeles and one ticket to attend the LA Gala Event, all additional travel expenses, insurance, ancillary costs etc are at the passenger's expense. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 22 October 2014.





## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

### FANCY WITH NUMBERS

**FINANCE OFFICER  
BRISBANE CBD – TOP PKG ON OFFER**

Come and join this global TMC in Brisbane CBD as part of their finance and HR team. Your day will range from processing payroll, setting up new employees, reconciliations, cash flow management, reporting, accounts payable and more. Working closely with the HR team you'll understand the need for confidentiality and be customer orientated. A top salary package is on offer for the right candidate. Interviewing now so get in quick.

### STEPPING STONE TO ON THE ROAD

**ACCOUNT MANAGER INSIDE SALES  
SYD – EXEC SALARY \$70K PLUS**

Here is a role where career progression is guaranteed if you perform well. Looking for a role to advance your way to an on the road position? Our client is looking for a focused individual to manage and foster long term business relationships as well as new business. You will ideally come from a front line consulting role where you have used your skills to maintain and grow an existing or new database. This role will create many opportunities for the right person.

### LOOKING TO MOVE T LARGE MARKET ROLE?

**CORPORATE ACCOUNT MANAGER  
SYDNEY SALARY PACKAGE \$90K+ INCENTIVES**

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

### USE YOUR STRONG INDUSTRY CONNECTIONS HERE

**ACCOUNT MANAGER (TECHNOLOGY) X 2  
SYDNEY – \$75K PLUS BONUS**

If you're hungry for success, recognition and career progression this company will offer you all that and more. We are looking for someone with a mixture of Sales and Account Management for this position, Sales is a must. Strong industry contacts is also highly desirable. If you are not scared of cold calling on your industry colleagues whilst maintaining strong existing relationships this role is for you. With career advancement and a great salary on offer.

### LOOKING FOR THE BIG DOLLARS?

**CORPORATE BDM – SME  
SYDNEY/MEL/PERTH SALARY PACKAGE \$80k + Bonuses**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

### JOIN THE FASTEST GROWING SECTOR IN TRAVEL

**CRUISE OPERATIONS MANAGER  
SYDNEY – SALARY TO \$90K**

Do you have impeccable management skills within the cruise market? Have the ability to manage a busy operations team whilst overseeing product and documentations? This company is looking for an operations manager with exceptional cruise experience. You will work to create a solid team working environment whilst focusing on the development of the department including product offering and itinerary planning.

### START THE NEW YEAR OFF WELL –JAN START

**CORPORATE TRAVEL TEAM LEADER  
PERTH – EXEC SALARY PACKAGE**

Are you currently working as an Assistant Manager and looking to step up the career ladder? This Global Travel Management Company is seeking a hands on corporate travel professional with leadership experience to supervise an established team of consultants. With limited opportunity to progress your career in Perth, you can not pass up this rare Team Leader position. Lucrative salary package on offer

### MARKET AN EXCITING PRODUCT

**MARKETING COORDINATOR  
SYD – SALARY PACKAGE UP TO \$65K**

Here is an exciting opportunity to move into a boutique travel company, with a unique product range and assist with all their marketing needs. The key focus on the role will be enhancing social media, website maintenance, event planning, brochure production and target marketing. You will need to bring with you some previous travel marketing experience and some creative flair. Make the move into this excellent opportunity today.

## AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

[www.aaappointments.com.au](http://www.aaappointments.com.au)